

INFORMATION REPORT INFORMATION REPORT

CENTRAL INTELLIGENCE AGENCY

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S-E-C-R-E-T

COUNTRY	East Germany	REPORT		25X1
SUBJECT	Information-Gathering Technique Used by the Soviet Trade Delegation in East Berlin	DATE DISTR.	20 May 1955	
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1. The Soviet Trade Delegation in East Berlin is reported to be using a business technique which is designed to elicit intelligence information. Over a period of time, the Trade Delegation gives large orders for readily obtainable commodities to certain Western businessmen. In time, the smaller traders re-orient their business towards the East to accommodate the increased volume of their transactions with the Soviet Trade Delegation. Eventually, when the Western businessmen are under a limited type of control or obligation to the Russians, they are asked to provide information or an introduction to persons of special interest, particularly Western engineers. It is understood that continuation of their lucrative Russian orders is dependent upon the Western businessmen's success in meeting the Russians' demands.

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